

NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

January-March 2009

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SAVE THE DATE!

**2009 Small Business
Week & Lender
Awards
Celebration
in Jacksonville!**

April 30, 2009

**University of North Florida
University Center**

**Keynote Address By: Tom
Szaky, Founder of Terra
Cycle, Author, & Pioneer
in Doing Business in the
Green Industry**

*Sponsorship & Corporate tables
available- for more information,
please contact 904-620-2476*

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA & STATE OF FLORIDA SIGN AGREEMENT TO ASSIST SMALL BUSINESSES IN GOVERNMENT CONTRACTING

The U.S. Small Business Administration North Florida District Office signed a Strategic Alliance Memorandum (SAM) with the State of Florida's Office of Supplier Diversity/Department of Management Services in order to strengthen and expand contracting opportunities for small business across the State of Florida.

Under the formal partnership agreement, the State of Florida's Office of Supplier Diversity will work with the SBA's North Florida District Office to market their business development services and to reach out to small business owners across the State of Florida. "The purpose of this Memorandum is to develop and foster mutual understanding and strengthen the working relationship between the SBA and State of Florida's Office of Supplier Diversity in order to strengthen and expand small business development throughout the State of Florida," says Wilfredo J. Gonzalez, SBA North Florida District Director. "Each Party has separate services and resources which, when delivered in coordination with each other, will provide greater benefits to the small, minority and women-owned businesses across Florida."

This agreement presents a great opportunity for collaboration to ensure the small business owners of Florida will get the valuable assistance the State of Florida and the U.S. Small Business Administration have to offer that will enable them to maximize their success in the marketplace.

The Strategic Alliance Memorandum was signed by Wilfredo J. Gonzalez, SBA North Florida District Director, and Linda H. South, Secretary, Florida Department of Management Services during the Office of Supplier Diversity's 2008 Matchmaker Conference & Tradeshow at the Gaylord Palms Resort in Orlando, Florida on November 21st.

**Wilfredo J. Gonzalez, SBA District
Director and Ken Hamilton, SBA
Assistant District Director**



Pictured Left To Right: Torey Alston, Executive Director, Florida Office of Supplier Diversity, Linda South, Secretary, Florida Department of Management Services, Wilfredo Gonzalez, SBA District Director, Ken Hamilton, SBA Assistant District Director



2009 CALENDAR OF EVENTS

March 31 - Jacksonville

Learn What the SBA has to offer! 10:00 am to 12:00 pm at the SBA District Office, 7825 Baymeadows Way Suite 100-B. For more info and for registration instructions, please visit www.sba.gov/fl/north.

April 1 - Gainesville

The University of Florida's 2009 Small Business Conference & Trade Fair at the UF Hilton Hotel & Conference Center. For more information, please contact 352-392-0380.

April 9 - Eglin AFB

Applications Due Feb. 20th!!
2009 Eglin Small Business Vendor Show-Officer's Club, Eglin AFB, 9:00 am to 3:00 pm. For application, [please click here](#).

April 30- Jacksonville

Small Business Week Celebration & Lender Awards, UNF University Center- Save the Date! Contact 904-620-2476 for more information.

Please submit any future events you would like to share to lola.naylor@sba.gov

News From Kenneth Hamilton,

Assistant District Director /Business Development, SBA North Florida



When the Florida Office of Supplier Diversity (OSD) and our SBA North Florida District Business Development Division found that both of our organizations were focusing on helping smaller firms develop by promoting mentorship and teaming, we saw an excellent opportunity to work together to maximize our impact. We immediately agreed that we should develop an alliance and our teams began work on developing the Memorandum that was signed by the Secretary of Florida Department of Management Services and our North Florida District Director at the OSD's matchmaker event held this past November in Orlando.

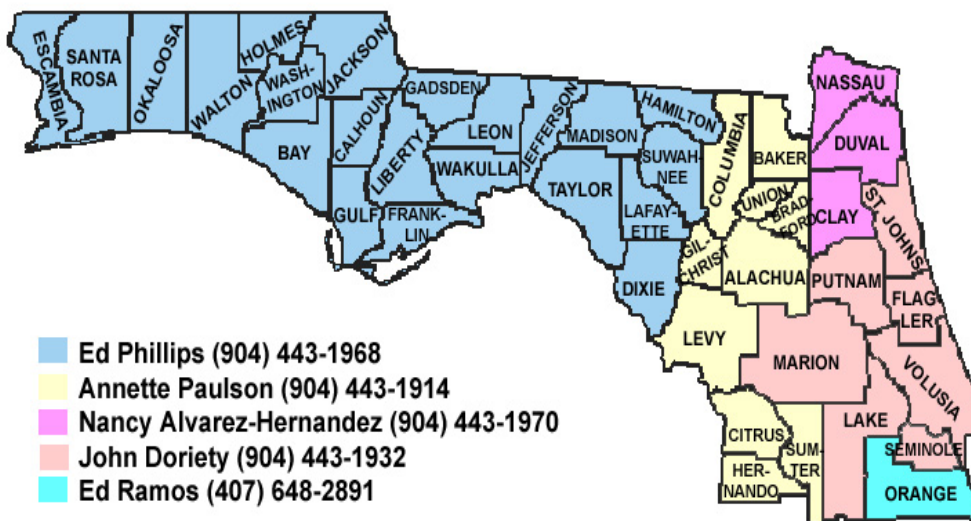
Our office have encouraged small businesses to look at teaming, joint ventures, and mentor/protégé relationships as an avenue to break into federal, state and local contracting. In times of economic downturns where contracting opportunities and resources are fewer, it makes sense for smaller firms to leverage the advantages that strategic alliances can bring.

Building alliances and forming teams have proven to be an excellent way to improve the services that businesses provide to their customers. Partnering, teaming, and joint venturing are all used effectively by many large businesses not only to become more competitive, but as a means to cut cost. If implemented properly, these methods of sharing resources and talent can be an effective tool for small businesses.

Sometimes an alliance is formed because one firm needs entry to a particular customer base and the value that one firm brings to the relationship is their contacts and experience with that customer. Another advantage of working together is that it allows the organizations to acquire temporary skill sets from one another that are not necessarily core to their business. These teams are often successful because they bring the added advantage that a single firm sometimes cannot offer. Teams can also be formed to eliminate competition between two or more smaller firms. By becoming partners, smaller firms do not compete with each other but become a stronger force against a larger competitor.

These agreements must however, be developed with caution and an understanding of the details. However, there are many resources to help you; our Business Development staff, our resources partners and legal advice is strongly recommended as you develop these arrangements for your firms.

We are happy to have a relationship with the Florida Office of Supplier Diversity and are sure that our agreement will prove equally beneficial. Our district will continue to seek other organizations that can help us achieve our mission to develop a strong core of successful small business contractors. We hope that you will explore how these arrangements might benefit your business as well.



The North Florida District Business Opportunity Specialists are here to Assist You in your Government Contracting Needs.



8(a) Changes of Ownership

By: Jose (Ed) Ramos, SBA Business Development Specialist

When you were accepted into the SBA's 8(a) Business Development Program, you received two documents: a Welcome Letter and a Participation Agreement. This agreement spells out the legal relationship between your company and the SBA and the conditions that impact program eligibility. I have found that most 8(a) participants forget this agreement and deviate from what is legally allowable by the Federal government and those deviations could lead your company to serious program participation eligibility issues.

One such common deviation relates to changes in ownership. SBA defines a change of ownership as *"...the transfer of any ownership interest in the 8(a) participant, including transfers resulting from mergers and acquisitions"*. A change of ownership may affect program eligibility and must be approved by SBA. Let me review some of those situations that trigger a change of ownership review:

- Company name change, change in corporate status
- Change of owners, officers, partners, disadvantaged individuals and "key employees"
- Change in partnership agreements, articles of incorporation, operating agreements, bylaws, distribution of stock, and other key agreements
- Change in the person that holds the special license to operate business (i.e. engineering license, trade license, GC license, etc)
- Evidence of payment of salaries, distributions, dividends to officers that were not part of the original company structure as certified by the SBA

In past District 8(a) visits we have found situations where companies are co-located within someone else's premises or where there is no clear signage indicating where the 8(a) participant is located; where the 8(a) company phones are answered by a company other than the 8(a) company; where the e-mail address, fax and webpage point to another company, and many other variations. All of these are an indication that a change of ownership has taken place and the SBA was not notified, and that we need to look further into it.

Since we have been trusted with ensuring your company meets the program eligibility criteria, how can you help us document a change of ownership or business structure? What documents must be submitted by the 8(a) participant? For sake of this article, this list has been shortened, but you should speak with your assigned BDS for additional details:

- 1) SBA Form 1010, Application for 8(a) Business Certification.
- 2) SBA Form 413, Personal Financial Statement, for new individuals claiming disadvantage, new officers, new directors, new partners, new management members, and new stockholders owning more than 10 percent of the shares, and their spouses.
- 3) Last two years of personal federal income tax returns (including all W-2 forms and schedules) for each person identified in item 2 above.
- 4) IRS Form 4506, request for Transcript of Tax Return, for each person identified in item 2 above.
- 5) SBA Form 912, Statement of Personal History, for each person identified in item 2 above and for each new "key employee". A "key employee" includes, but is not limited to, an employee who has significant decision making authority and/or management authority.
- 6) FD Form 258, FBI Applicant Fingerprint Card. Any new individual who indicates an arrest record or a criminal history on SBA Form 912 must submit FD Form 258.
- 7) Resumes for each person identified in item 2 above.
- 8) Stock certificates and stock ledger.
 - a. For proposed changes, the participant must submit copies of all stock certificates (front and back) that will be issued to consummate the change of ownership and a draft copy of the stock ledger reflecting the proposed issuance of this stock.
 - b. For changes that have already been completed, the participant must submit signed copies of all stock certificates (front and back) that were issued to consummate the change of ownership and a copy of the stock ledger reflecting the issuance of this stock.
- 9) Copies of any stock options.
- 10) Copies of any executed or proposed buy/sell agreements.
- 11) Copies of any other documentation that may affect the final determination (such as Articles of Incorporation, Bylaws, Minutes of Shareholders' meetings, Minutes of Board of Directors' meetings, and Resolutions of the Board of Directors).
- 12) Copy of proposed Partnership Agreement (if the 8(a) concern is becoming a partnership).
- 13) Copy of Articles of Organization and Operating Agreement (if becoming a Limited Liability Company).
- 14) Brief explanation of why the change of ownership or business structure is requested.



Some of these changes are minor, others are very significant. Nonetheless, it is your responsibility per the participation agreement to notify SBA before these changes occur. If you change the conditions of the participation agreement, willingly or not, SBA has an obligation to review the change and could suspended or terminate your program participation. As such it is extremely important that you keep a good, frequent dialogue with your assigned BDS. That person can guide you and help you retain your program eligibility.

If you would like to read more on the above, please review 13CFR124 section 112 and SBA SOP 8000-50-3, Chapter 7.

U. S. Small Business
Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Website We Thought You Might Be Interested In



GSA gets tough with IT vendors
over pricing—

- <http://www.federaltimes.com/index.php?S=3841534>

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CONTRACTING OPPORTUNITIES & CONTACTS

- The Naval Supply Systems Command, Fleet Industrial Supply Center Small Business Programs Office (FISC JAX) is located at the Naval Air Station Jacksonville Florida. FISC JAX has instilled an energized and proactive plan to provide education and training to small business concerns throughout the southeast region from Texas to the Caribbean, to include Guantanamo Bay Cuba.
[Learn More By Clicking Here!](#)
- MacDill Air Force Base posted a pre-solicitation for the forthcoming Multiple Award Construction Contract (MACC) on FedBizOpps! This requirement will be total SB set aside valued at approximately \$30M/Yr and an aggregate value of a Base plus four Option years of \$150M with opportunities of both prime and subcontracting for many small businesses. [Click HERE to view the solicitation on FedBizOpps!](#)
- MacDill AFB is breaking down the incumbent Base Operational Services (BOS) Contract performed by CHUGACH into six separate efforts! The modified BOS will be a SB set aside as will be the Multiple Award Construction Contract (MACC).
 - ✓ The IT Support and Financial Resource Support are to be SDVOSB Set Asides!
 - ✓ The final requirement is the Grounds Maintenance! This effort is estimated at \$2-3M per year!

Contact Nelson Escribano, Small Business Specialist, Nelson.Escribano@macdill.af.mil for more information.
- Homeland Security, US. Coast Guard: the establishment of Regional Multiple Award Construction Contracts (RMACC) for Construction Services and Smaller Design/Build Construction Nationwide
[Click Here for more info](#)

SBA **NEWS To Share**

8(a) Eligibility Alerts- During tough economic times we sometimes fall short of meeting our financial obligations. **Beware;** failure to meet some financial obligations can render you ineligible for 8(a) program participation. Chapter 13 of the Code of Federal Regulations, section 124.108(e) states that if an applicant concern or one of its principals fails to pay significant financial obligations owned to the federal government (including taxes, Federal student loans or any other Federally backed loans), the firm is ineligible for participation in the 8(a) BD program.

8(a) Participant Directory- The North Florida District Office developed a series of initiatives to increase 8(a) contracting opportunities for eligible program participants. During Fiscal Year 2009 this office will be meeting with the Deputies for Procurement of the various contracting offices in the North Florida area. In addition we will be conducting presentations to the Contracting Officers. As part of this initiative we will be developing the North Florida 8(a) Participant Directory. This directory will be a compilation of 8(a) certified firms in good standing in the program within our 43-county geographical area. A form will be email to the firms in good standing. To be included in this directory, you must email you completed form to your assigned Business Development Specialist no later than February 16, 2009. Again, only firms meeting the deadline will be included in the directory.

WELCOME TO THE SBA's 8(a) PROGRAM!!

The following firms were accepted to the SBA North Florida 8(a) Program in FY 2009:

- | | |
|--|--|
| • Anyar, Inc. | • ENSYNC Diversified Management Services, Inc. |
| • Bengal Engineering, Inc. | • Estrella Engineering, Inc. |
| • C.W. Ferrell Construction, Inc. | • Florida, Inc. |
| • Castlewall Construction, Inc. | • Sterling Building Services |
| • Eagle Environmental Consulting Services of Florida, Inc. | • Trinity Analysis & Development Corp. |
| | • World Wide Communications USA |

SUCCESS NEWS FROM YOUR COLLEAGUES

U. S. Small Business Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Save the Date!

University of Florida's
2009 Small Business
Conference &
Trade Fair

April 1, 2009

UF Hilton Hotel &
Conference Center
1714 SW 34th Street

Gainesville

For More info, Call UF's Small
Business & Vendor Diversity
Relations Division:
(352) 392-0380 ext. 501

Helping small businesses
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The U.S. Navy and U.S. Marine Corps awarded a prime contract for an undisclosed amount to **360 Software Corp.** to provide engineering products and services. The 8(a) certified firm will provide products and services in the areas of research and development support, engineering systems, modeling, simulation and analysis, software engineering and information system development, among other things. The company specializes in the development of software intensive system for the defense and aerospace industries and has previously served as a subcontractor on numerous Department of Defense programs. It is a member of the University of Central Florida Technology Incubation Program at the Central Florida Research Park.

MacDill Air Force Base hosted the second SDVOSB conference at MacDill AFB on 13-14 Nov 08 and it turn out to be a successful outreach event! Stay tuned for future events!

[Read more about the Conference success HERE](#)

In an effort for GSA to increase their potential contractor base, the SBA hosted a meet and greet on January 27th in Jacksonville, where 17 firms (various trades associated with interior renovations such as; painting, flooring, electrical, plumbing, etc., as well as some general contractors) from across the North Florida's 43-county district met with GSA representatives to discuss possible contracting opportunities. This was a true success and the SBA hopes to facilitate more of these events in the future- stay tuned!

The Seaport Navy has awarded several contracts to many of North Florida's 8(a) Firms- The SeaPort Enhanced (SeaPort-e) program provides Engineering, Financial, and Program Management support services to the Navy Virtual SYSCOM (VS) Commanders (NAVAIR, NAVSEA, NAVSUP and SPAWAR) and an integrated approach to contracting for support services. [Please click here to see the complete listing of awards](#)

The Following SBA North Florida 8(a) Firms have received contracts with the Seaport- Congratulations!!!!

- [B3 Solutions, LLC](#) from Jacksonville, Florida
- [ACD Telecom](#) from Sanford, Florida,
- [360 Software](#) from Orlando, Florida
- [Evolve, Inc.](#) from Orlando, Florida

FCBI

Through its Faith-Based and Community Initiative (FCBI), the SBA is reaching out to foster business development opportunities in every corner of America. Entrepreneurial development is the key to the economic growth of our nation. For more information, please contact at Donna Padgug at (904) 443-1971 or donna.padgug@sba.gov

Mentor-Protégé Connection

In an effort to assist 8(a) program participants find a suitable mentor or protégé, the SBA North Florida District Office has developed this listing to identify firms interested in participating in SBA's Mentor Protégé Program. The listing provides the firm's basic contact information (company name, point of contact, address telephone, email address, website and firm's primary industry) to aide in the selection.

The list is divided into two listings; one list identifies firms whose interest is to participate as "protégé," and the second list firms interested in participating as "mentor." Interested Mentors and/or Protégés should select a prospective candidate, conduct the appropriate research, determine compatibility and make direct contact with the mentor/protégé.

[To View the List of Interested Mentors/Protégés, Please Click HERE](#)

MORE SUCCESS NEWS!!!!

SUBMITTED BY: GINA L. HOLMAN, Director of Small Business Programs, Eglin AFB, FL



TEAM EGLIN, LOCAL SMALL BUSINESS DEVELOP TRAINING SOFTWARE

Joint Technology Engineering (JTE) of Valparaiso, FL, and engineers at Eglin's 693rd Armament Systems Squadron worked closely together to enhance mission planning training software for the F-16CJ Fighting Falcon.

The 693rd ARSS in conjunction with mission planning experts from the 46th Test Wing identified Joint Technology Engineering, Inc., as a small business to enhance the test and training environment.

The High-Speed Anti-Radiation Missile Targeting System, or HTS, is employed on U. S. Air Force F-16CJ Fighting Falcon aircraft. It is the cornerstone of the Suppression of Enemy Air Defenses mission, also known as SEAD, providing substantial situational awareness to pilots regarding the types and locations of surface-to-air defense radars.

The latest HTS development effort, referred to as Release 7, provides multi-ship ranging targeting solutions sufficient to target weapons in support of the Destruction of Enemy Air Defenses mission. HTS R7 software also has an enhanced training mode. During mission planning, training mode scenarios can be designed to meet specific test or training requirements. Once a specific training mode scenario has been selected by the pilot, the HTS R7 pod can then detect both real and virtual threat emitters. This exciting new capability allows F-16CJ squadrons to train with HTS more efficiently, without having to schedule ranges or pay for threat simulator support. Even for squadrons with ready access to training ranges, a training mode scenario can be designed to augment existing training range radars and be customized for specific training objectives.

Highlights of the development include initial delivery of the software only two months after contract award, followed by the final software release one month later.

Feedback from one of the pilots, Maj. "Rider" Caroom, from the 35th OSS out of Misawa AB, Japan, said, "This is huge. We might actually get some reasonable SEAD training now." Another pilot, from McEntire ANGB, remarked "Thanks again for your efforts on this. Please pass along to whoever built this tool that the operators appreciate their efforts. This was money well spent!"

The new HTS Target Management Tool software brings realistic training to HTS squadrons all over the world, regardless of their ability to schedule or pay for training range assets. For the Air Armament Center acquisition experts within the 693rd ARSS, this development was a one-of-a-kind opportunity.

According to the 693rd ARSS commander, Lt. Col. Al Lannaccone, "The warfighter expressed the urgency of this capability and so I challenged our small team of dedicated experts to pull this off in a very short timeframe. My folks seized the opportunity to work with the 46 TW, a number of organizations with the 53rd WG, and even reached out to the 157th FS at McEntire to support testing. JTE of Valparaiso was incredibly responsive.

"Overall, this was another huge success for our team, having delivered on time in less than six months, on cost, with nothing but positive feedback from the pilots who will be using this software in enemy airspace," Colonel Lannaccone said.

The version of this software tool, compatible with the Joint Mission Planning System, is currently in operational testing here and is expected to field in March 2009. The JTE development team once again delivered a high quality product within the budget and ahead of schedule.

According to Capt Jeff Edens, a system engineer with the 693rd ARSS, "it's just a pleasure to work with JTE. They're responsive, great at what they do, easy to work with, and ultimately, it's evident that they take great pride in what they deliver to the Air Force. It shows. Money well spent."



Caption: HARM Targeting System pod is seen next to the engine intake of this 412th Test Wing F-16 at Edwards AFB.